

The Source

October 20, 2021

PRO*ACT

Market Alerts

Apples – Small Fuji's in light supply as the crop is running big currently. Market firming up on small Gala.Pink Lady's packing now. Very nice quality across the board.

Asparagus – Much better supplies crossing over from Mexico are helping drive this market lower. Watch for this market to continue to adjust lower on the West coast along with the East Coast.

Avocados – Supplies on 48's and larger remain light this week, markets are on the strong side. Supplies on smaller sized fruit look to be in better shape this week. We're seeing steady supplies on 60ct #1's.

Bell Peppers – Production on peppers out of Hollister, Oxnard and Baja is light with cooler weather and rains in some of the harvest areas. Quality overall has been good. We are not expecting to see any gap in production during the transition to Coachella, as it has started in a small way with their green bell pepper crop. Red and yellow bells will start out of Coachella as soon as later this week to mid next week with light volumes. Production out of Coachella should ramp up in 10-14 days on all colors. Supplies out of Georgia are a bit lighter also due to cooler weather; season will run thru the first week of November as Florida will come online.

Berries (Blackberries) – Very tight supplies expected over the next 2 weeks due to weather in Central Mexico.

Berries (Blueberries) – Markets are softer as more imports begin to arrive from Mexico and Central America.

Berries (Raspberries) – Supplies are adequate for now but expected to lighten up through the end of the month.

Berries (Strawberries) – Fewer numbers in Salinas and Watsonville give way to new crop fruit coming on in Santa Maria and Oxnard. Markets expect to be higher with rain in the forecast.

Broccoli – Supplies continue to be extremely tight on all Broccoli and Floret packs. The recent warm weather has brought fields forward and fields have been lost due to quality issues such as pin rot, brown bead and cat eye. Look for this market to continue to stay strong through next week.

Continued

Brussels Sprouts – Supplies and quality continue to get better. Look for the market to continue to correct downward as more supplies come through the pipeline.

Carrots – Quality is good on all bulk and value-added product. Demand on value-added packs continues to be strong and all packs are on weekly allocations. We strongly advise putting orders in early.

Cauliflower – Cauliflower supplies continue to be limited due to the recent heat and minor discoloration. Expect supplies to be limited going into next week.

Celery – This market is stronger with most suppliers. The best deals continue out of Santa Maria/Oxnard. Salinas has light availability if needed. The large sizing, twenty-four counts has the best numbers and there is slight flexing on this sizing.The overall quality continues to be good.

Citrus (Lemons) – Domestic supplies out of the desert are steady. The domestic markets are coming off across all sizes and both grades. Imports are winding down, but still available out of both coast. Supplies out of Mexico are steady and we have options to load out of Texas.

Citrus (Limes) – Supplies are steady and quality is looking good. We have availability out of Texas, and also have cross dock options out west and east coast.

Citrus (Oranges) - Small sizes on 88/113/138's remain very limited on both grades. Sizes are peaking on 72's and larger. Quality of the fruit is looking tired, the heat, lack of water, and gas times are taking a toll on the fruit, we advise to load fancy in place of choice. Keep inventories tighter for better shelf life. Some suppliers are expecting to start Navels the middle part of next week.

Cucumbers – Nogales has increased crossings significantly and we are seeing volume now available on all packs and sizes. Condition and quality has been very good. Baja is still going but volume has been lighter. Overall condition has been very good and quality as well out of both areas. Baja will continue with production and crossings through the month of October. With eastern productions light due to cooler weather, we expect the markets to remain steady as buyers pull more from the west.

Continued

Eggplant – Eggplant is still going out of Fresno, and will continue until the first freeze. Coachella will start in about 10-14 days and at this time, no gap is expected between production areas. Fresno eggplant has had good quality and condition. Markets has been steady to strong on larger sizes. Georgia's supply has been abundant the last few weeks with outstanding quality/firmness. This week we are seeing a decrease in supply and steady to increasing demand.We expect to transition out of Georgia and into Florida's crop during the first week of November.

Garlic – California supplies remain tight. Imports from China will help offset in a minor way. Pricing is higher and quality is good.

Grapes (Green) – The shippers are trying to talk this market up but there are still lots of good quality grapes at reasonable prices. Expect it to remain this way for the next couple of weeks.

Grapes (Red) – The shippers are trying to talk this market up but there are still lots of good quality grapes at reasonable prices. Expect it to remain this way for the next couple of weeks.

Green Onions – Green Onion supplies continue to be steady. Look for this market and quality to continue to stay steady as we move into next week.

Kale – Steady supplies are keeping this market level. Watch this market closely with the upcoming heatwave.

Lettuce (Iceberg) – Demand exceeds supplies on this commodity. This will continue for the entire week, minimum. Poor weather, both heat and cold with rain now in the picture will limit availability with all shippers. Common defects of light weights, discoloration, irregular head sizing are all defects that suppliers are reporting. This market looks to escalate on value added product to second tiers by the middle of the week. Huron will have lettuce production by the middle of the week.

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Lettuce Leaf – Green and red leaf, butter as well as romaine are all active in the marketplace. Fringe and tip burn is being reported on all leaf items as a result of extreme weather conditions in the growing regions. Expect moderate to light supplies throughout the week. Thus far there is no escalation on the value added leaf items. This market will get stronger throughout the week.

Lettuce Tender Leaf – Plenty of tender leaf items is keeping this market steady. Look for this market to stay steady going into next week.

Melons (Cantaloupe) – The San Joaquin Valley melon season has concluded. Cooler temperatures have put a fork in the season. Some growing regions out of the desert are going through a white fly problem; supplies are lighter than expected. Cantaloupe 9's this week are limited with more 12s available. Size profile will change soon as there will be more Jbo 9's and reg 9's available in the desert and the cant 12's and 15's will be tight. Mexican markets are tight and most cants are staying south of the border.

Melons (Honeydew) – Dew supplies are light out of the desert; markets remain firm. Nogales volume should pick up next week. Quality is good.

Melons (Watermelon) – Mexican supplies will ramp up this week. Quality of early fruit continues to impress. Markets are fairly steady. Mini Seedless are also scheduled to increase in volume, should have promotable volumes thru November.

Onions – Market is stabilizing, but super, colossal, and jumbo sized red and yellow onions supplies remain tight and elevated.

Continued

Pears – All major varieties in full production out of Washington now. Smaller lower grade pears in light supply as the crop is running big and is of high quality. Market steady.

Pineapples – Supplies are steady and markets are stable. Quality is good on whole and crownless fruit. Plenty of product on both coasts.

Potatoes – 40 - 70 CT storage Norkotahs are readily available. Market on 80 - 120 CT is firming up and pricing is getting higher.

Squash – Cooler temperatures are keeping supplies light out of Santa Maria; season may finish early. Crossings thru Nogales on both yellow and Italian squash and condition has been very good. Eastern US production on zucchini is still short, and some eastern buyers are still pulling from west which is helping to move the increased volume of Italian coming across. Grey squash is available out of both Santa Maria and in Nogales. Hard squashes such as Spaghetti, Acorn, Butternut and Kabocha are also in production out of California.

Stone Fruit – Fall Fruits are here! Domestic Kiwi, Pomegranates, and Persimmons are all now in production. Nectarines are done for the season. Peaches will be done by the end of the month. Plums will be in good supply into December.

Tomatoes – Markets remain elevated on both coasts as crops continue to transition south. Eastcoast is moving down to Florida but wont see significant supplies till mid-November. Northern CA crops will go thru the end of the month. Quality is good as most shed are cleaning up any wind scarring and some occasional decay. Mexican supplies continue to remain light but improved supplies on both rounds and romas not expected to see significant improvement till mid November.

Weather

California – The Salinas Valley is expecting showers Friday up to .20" and then Sunday/Monday from 1"-2" of rain.

Mexico – Central Mexico is expecting thunderstorms throughout the next week. Daytime highs will reach the low 90s with overnight lows in the low 70s.

Florida – Clear weather going into the weekend with daytime highs in the high 80s and overnight lows in the mid 60s.

Arizona – Sunny and clear for the next week with day time highs in the mid 80s and overnight lows in the upper 50s.

A Peek at Peak Seasons

Apples
Blueberries
Strawberries
Lemons
Green Grapes
Red Grapes

Pears
Blackberries (Past Peak Season)

Freight

Trucks remain tight and expensive in the Northwest, Idaho, and California. The national average went up again this week and is currently at 3.671 per gallon.

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Commodities at a Glance

 APPLES	Quality is good, pricing is steady	 CELERY	Quality is good, pricing is higher	 LETTUCE LEAF	Quality is fair, pricing is higher
 ASPARAGUS	Quality is good, pricing is lower	 CITRUS (LEMONS)	Quality is good, pricing is steady	 LETTUCE TENDER LEAF	Quality is good, pricing is steady
 AVOCADO	Quality is good, pricing is steady	 CITRUS (LIMES)	Quality is good, pricing is steady	 MELON (CANTALOUPE)	Quality is good, pricing is steady
 BELL PEPPERS	Quality is good, pricing is steady	 CITRUS (ORANGES)	Quality is fair, pricing is higher	 MELON (HONEYDEW)	Quality is good, pricing is steady
 BERRIES (BLACKBERRIES)	Quality is fair, pricing is higher	 CUCUMBERS	Quality is good, pricing is steady	 MELON (WATERMELON)	Quality is good, pricing is steady
 BERRIES (BLUEBERRIES)	Quality is fair, pricing is lower	 EGGPLANT	Quality is good, pricing is lower	 ONIONS	Quality is good, pricing is higher
 BERRIES (RASPBERRIES)	Quality is fair, pricing is steady	 GARLIC	Quality is good, pricing is steady	 PEARS	Quality is good, pricing is steady
 BERRIES (STRAWBERRIES)	Quality is good, pricing is steady	 GRAPES (GREEN)	Quality is good, pricing is steady	 PINEAPPLES	Quality is good, pricing is steady
 BROCCOLI	Quality is fair, pricing is steady	 GRAPES (RED)	Quality is good, pricing is steady	 POTATOES	Quality is good, pricing is higher
 BRUSSELS SPROUTS	Quality is fair, pricing is lower	 GREEN ONIONS	Quality is fair, pricing is steady	 SQUASH	Quality is good, pricing is steady
 CARROTS	Quality is good, pricing is steady	 KALE	Quality is good, pricing is steady	 STONE FRUIT	Quality is good, pricing is higher
 CAULIFLOWER	Quality is fair, pricing is higher	 LETTUCE ICEBERG	Quality is fair, pricing is higher	 TOMATOES	Quality is good, pricing is higher